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Voluntary - Public

**Date:** 8/17/2010

**GAIN Report Number:** NL0022

## EU-27

**Post:** The Hague

### EU-27 Organic Products Market Report

**Report Categories:**

Organic Products

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**Report Highlights:**

EU-27 demand for organic products continues to grow. This offers opportunities for US exporters of organic food ingredients and unprocessed products, in particular. Recent discussions between the U.S. and the EU on an equivalence agreement could further enhance these trade opportunities.

## General Information:

### SECTION I. SUMMARY

This Organic Products Report is a voluntary Market Report and is made possible due to the valuable contributions by various Foreign Agricultural Service colleagues.

This report focuses on the opportunities that the EU-27 market offers for US suppliers of organic products, especially organic food ingredients and unprocessed products. The vast majority of organic processed foods and beverages available in Europe are still produced by local manufacturers. These manufacturers source the needed organic inputs from all over the world, often through specialized international traders. For this reason we believe that the EU-27 market could offer opportunities for US suppliers.

The lack of processed foods and beverages from third countries on European retail shelves is partly the result of the enormous paperwork involved. According to industry contacts, the needed paperwork (import certificate and authorization) for importing processed products into the EU-27 is more complicated and time consuming than for food ingredients and unprocessed products.

Table 1. Best Product Prospects

<b>Products</b>	<b>The size of the market opportunity on the EU-27 market</b>	<b>Competition from other foreign suppliers</b>
Millet	Estimated size: USD 1 million	India, Africa and China
Lentil	Estimated size: USD 5 million	Canada, India and Turkey
Soy beans (salted and roasted)	Salted and roasted soy beans are mixed with nuts for the snack industry Estimated size: USD 1 million	Latin America, Asia
Wild rice Tree nuts (almonds and walnuts)	Estimated size: USD 1 million Food processing and snack industry Estimated size: USD 10 million	Canada Mediterranean countries, Moldova
Pears	January – February Varieties: d'Anjou and Bosc Estimated size: USD 2.5 million	Southern hemisphere countries
Lemons	July – September Nordic and German speaking countries Estimated size: USD 6 million	Mediterranean countries and Latin America
Raisins	Estimated size: USD 1 million	Turkey, Israel, Pakistan and Iran
Dates	Estimated size: USD 1 million	Mediterranean countries, Middle East

Source: FAS/The Hague Estimates

Table 2: Advantages And Challenges For US Organic Products In The EU-27

<b>Advantages</b> (US supplier strengths)	<b>Challenges</b> (US supplier weaknesses)
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and market opportunities)	and competitive threats)
<ul style="list-style-type: none"> <li>• US companies offer high quality organic products</li> <li>• Most European retailers carry organic foods and beverages which made organic mainstream and has boosted sales</li> <li>• Health, variety and sustainability have become important deciding factors for consumers when buying products</li> <li>• Best prospects are for organic products that are not grown within the EU or not in sufficient quantities available</li> <li>• Best prospects also are for organic food ingredients</li> <li>• EU import regulations are less complicated for food ingredients and unprocessed products</li> </ul>	<ul style="list-style-type: none"> <li>• The exchange rate continues to be an unpredictable factor</li> <li>• Some third country suppliers are closer to the EU market than the US and have as a result lower transport costs</li> <li>• Some US companies lack an export focus since they can do good business on the domestic market</li> <li>• Increasingly consumers are concerned about Carbon Footprint etc. and therefore prefer locally grown foods versus imports</li> <li>• The EU import regulations and trade barriers</li> </ul>

Source: FAS/the Hague

## SECTION II. REGULATIONS AND POLICY

In both the US and the EU there is an increasing demand for organic food products and organic production. In the EU, around 4 percent of the agriculture land is under organic production methods. Reasons triggering the demand for organic food in the EU are the series of food scandals, as well as the increasing interest in health, environment issues, and animal welfare.

Trade of organic products from the U.S. to the EU has so far been based on agreements between the U.S. and specific Member States (MS) because there has been no EU wide legislation on what can be certified as organic. The EU has now introduced an EU legislation that covers classification and trade in organic products. The legislation for organic production in the EU is similar to the U.S. system, yet there are differences. In the EU the organic legislation covers only food and feed products. Currently, cosmetics and products for personal care are not covered under the EU or U.S. systems.

With growing interest for organic products, pressure to find new markets, and the new EU wide organics legislation on organic products being the same all over the EU-27, there are increasing possibilities for a growing trade which would be facilitated with an equivalency agreement.

### Legislation

The first EU legislation was adopted in 1991. It covered organic farming and the corresponding labeling of agricultural products and foods. This regulation at first only covered plant products. Additional provisions for animal production were introduced later, as well as regulations on imports from third countries and the exclusion of GMO's. The amendments and additions made the regulation very complex and extensive leading the Commission to produce new legislation that would cover all, or at least most, products.

On January 1, 2009 the new EU wide regulation, covering production, control and labeling, went into effect. This new legislation is based on Council Regulation [834/2007](#). Commission regulation [889/2008](#) lays down detailed rules for the implementation of the Council Regulation.

### **Import tariffs**

There are no specific import tariffs for organic products to the EU. Each shipment has to be accompanied by an organic certificate and an import certificate.

### **Certification for imports of organic products to the EU**

There are currently three different ways to import organic products to the EU.

First is the option of being on the EU list of third countries with full recognition of that country's current organic production system. There are currently 8 countries on this list. The list of countries and the relevant specifications can be found in Annex III of the regulation of imports of organic products from third countries ([1235/2008](#)). The countries currently on the list are: Argentina, Australia, Costa Rica, India, Israel, Switzerland, New Zealand, and Japan.

Second is the option of having an agreement with a specific MS. This system, where a MS can certify and import an organic product has been in use since 1994. This option is being phased out under the new legislation.

Third, for countries that are not on the third country list, the option of exporting organic products to the EU is by having the product certified by a certifier that is recognized by the European Commission. Products certified in this way are allowed to be sold as organic in all EU member states.

The Commission will establish a list of recognized certifiers. To get on this list the certifier will have to send an application to the Commission. To get on the first list, the application had to be sent in by October 2009. For this first round, 73 certifiers applied. The list will be published in late 2010 or early 2011. For those certifiers not able to send in their applications in time for the first list the Commission is planning to reopen the application period. This will most likely happen by October 31, 2011. The Commission has published [a guideline](#) on import of organic products to make the process clearer for third country certifiers.

### **Equivalency agreement?**

Currently, the U.S. is not on the EU's third country list or recognized as equivalent. Although there are no specific trade barriers for organic products between the U.S. and the EU, an equivalency agreement would eliminate the need for organic producers in both countries to receive a second certification, which will help to facilitate trade. Initial equivalence discussions between the U.S. and the EU began in 2003. After several negotiations there was a general agreement on crops and processed products, but for livestock production the negotiations hit a stalemate on the EU's allowed use of antibiotics. The negotiations ended without a solution.

In 2010 the U.S. and the EU decided to restart the discussions for a possible equivalence agreement. The initial meetings focused on comparing the differences between the two systems. These meetings will be followed by field trips to the U.S. and the EU to see how production and controls work in practice.

The U.S. and the EU requirements for organic products are similar in many ways although there are a few areas where the differences are notable:

#### 1. Antibiotics

In the EU you are allowed to give antibiotics to a sick animal up to three times during a 12-month period, while in the U.S. an animal that has received an antibiotic treatment can no longer be considered organic.

#### 2. Equivalence and Third country recognition

The EU system recognizes systems in third countries to be equivalent to the EU system and allows products from those countries only to be exported to the EU. Under the U.S. determination of equivalence, the program recognizes products that are certified through an equivalent system (currently only Canada) regardless of where they are produced.

### 3. Program oversight

In the EU enforcement, compliance and oversight is delegated to the authorities in the MS. MSs are permitted to approve private certification and set up government authorities to oversee the organic operations within the respective MS. In the U.S. it is the USDA's National Organic Program (NOP) that has strict enforcement and reporting requirements and conducts regular audits and oversight of all domestic and international certification bodies and authorities.

### 4. Genetically Modified Organisms (GMO)

In the EU the adventitious presence of GMO's is accepted in organic products as long as it is not more than 0.9%. The 0.9% limit is set because this is the EU limit for when a product has to be labeled as "contains GMO". In the U.S. there is no level set for the adventitious presence of GMO in a product. In both the EU and the U.S. the principle is that an organic product cannot contain any GMO.

### **Labeling**

Since July 1, 2010, the use of the EU organic logo became mandatory for prepackaged organic food produced in the EU but may be accompanied by national or private logos. For any organic products (pre-packaged and non pre-packaged) imported from third countries, the use of the EU logo is optional. However, when the EU logo appears on the label, the indication of the place where the products were farmed is required.

The term "organic" and all its derivatives or diminutives such as "bio" and "eco" may be used only to label products that comply with EU organic production rules. The Annex to Regulation 834/2007 lists the term "organic" in all the official EU languages. Processed food products can be labeled as organic only if at least 95% of the ingredients are organic. All other food products produced according to the rules may carry references to organic ingredients in the list of ingredients only. Special labeling provisions apply to processed foods which include ingredients that cannot be obtained organically such as products of hunting and fishing. The use of GMOs is prohibited but the labeling threshold of 0.9% for the accidental presence of authorized GMOs also applies to organic products.

The term "organic" may be used only:

- a) in the sales description if at least 95% by weight of its ingredients of agricultural origin are organic.
- b) in the list of ingredients on products less than 95% organic to indicate individual organic ingredients.
- c) in the list of ingredients and in the same visual field as the sales description if the main ingredient is a product of hunting or fishing, the product contains other ingredients of agricultural origin that are all organic; the food complies with the rules on the production of processed food.

When reference is made to the organic production method in the ingredients list, the total percentage of organic ingredients in proportion to the total quantity of ingredients of agricultural origin must be indicated. For more on labeling of organic products see GAIN E48106.

Under the U.S. NOP, the use of the USDA organic logo is optional, but may only be used on products that contain 95 percent or more organic ingredients. Also, the NOP allows for a "made with organic" label for products that contain between 95-70 percent organic products.

## **SECTION III. CONSUMPTION AND MARKET SECTORS**

### **A. CONSUMPTION**

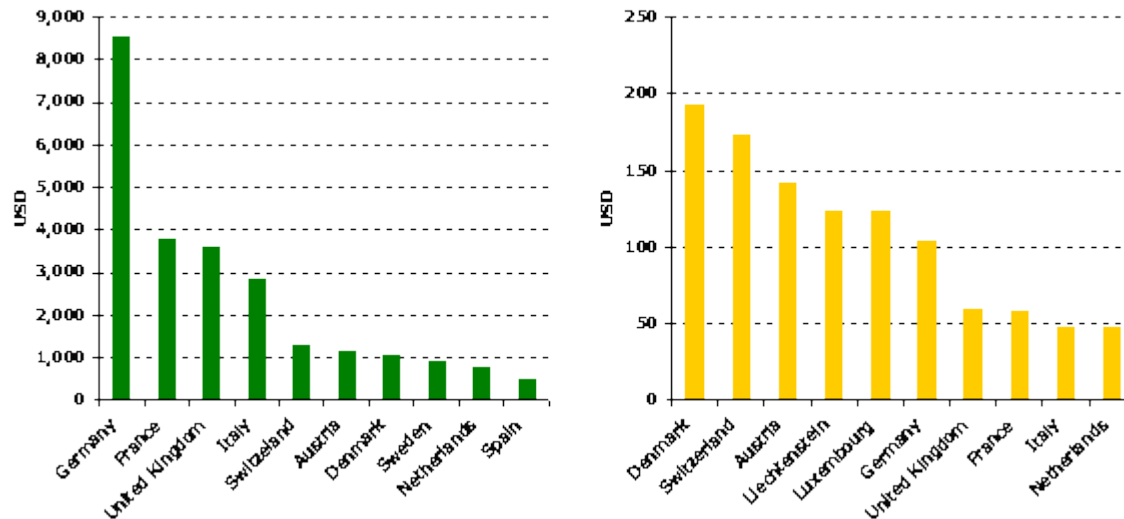
With an estimated population of 500 million, the EU-27 is one of the most densely populated regions of the world. Its GDP per capita (USD 33,000) ranks among the highest. Unemployment within the EU-27 is expected to increase from 8.3 percent in 2009 to 9.6 percent in 2010. At the same time inflation will remain low at 1 percent in 2010.

Despite the current economic situation, the demand for organic products in the EU continues to grow as organics have gone mainstream. The most important driver is considered to be the predominance of large supermarket chains, which has resulted in a greater availability of organic products. Not only have supermarkets embraced organic products, increasingly they have placed organic products on the shelves next to non-organic products. As a result they have become available for a larger audience. Specialty stores of organic products still play an important role as they are also becoming more

professional and offer a wider assortment than regular supermarkets.

The European organic consumer market, worth about 26 billion USD [1] in 2008, is the biggest in the world. The largest markets are in descending order Germany, France, the UK and Italy as they represent 72% of European organic sales. The highest market share and sales per person of organic food products were however reached in Denmark, Austria and Switzerland. See Figure 1 for a more detailed overview for organic food on country level.

Figure 1. Top 10 largest organic markets (million USD) and largest sales per person



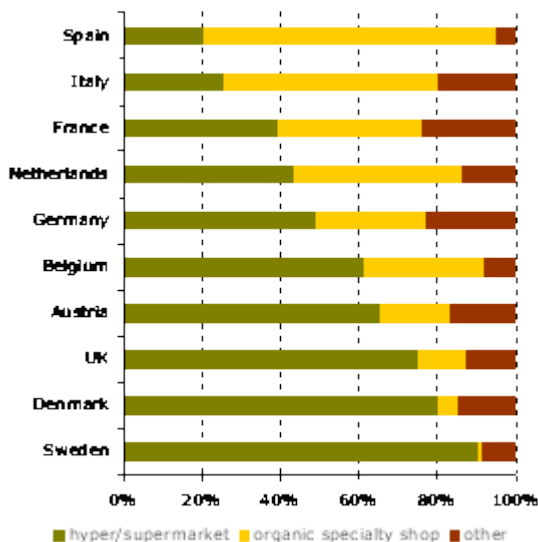
Source: [www.organic-world.net](http://www.organic-world.net)

Consumers of organic products in Europe can roughly be divided in two groups. The first group, the so-called 'regular buyers', is a rather small group that has been buying organic products for decades. This group includes environmentalists, lovers of nature, and socially conscious people. Although this group is small, they are responsible for almost half of European organic sales. Regular buyers tend to buy at organic specialty shops or farmers' markets. For them price is not an important purchasing decision factor.

The second and much bigger group is quite different. Double-Income-No-kids households, older consumers (aged 50-75) and New-Trends seekers will fall in this group. They buy organic products for various reasons, including healthy lifestyle, food safety concerns, animal welfare, sustainability, quality and taste of food, price, innovative packaging. This group, the so-called 'light buyers', buys organic products mainly at hyper/supermarkets. This is the group that the organic industry should focus on to generate further growth in the near future.

At the retail level, the distribution of organic products is different in each Member State. In the UK and Nordic countries for instance most organic food sales are generated in supermarkets. In the Netherlands the market for supermarkets and organic specialty shops is more evenly divided. In neighboring Germany, discounters and supermarkets dominate the distribution market for organic food, predominantly under their private labels. In Spain and Italy most organic sales are generated in organic specialty shops. More information on the individual country's retail structure can be found in the GAIN reports on Retail Food.

Figure 2. Distribution of organic products, various European countries



Source: [www.organic-world.net](http://www.organic-world.net)

## B. MARKET SECTORS

Due to the focus of the report, this part will discuss the entry strategy, market summary, company profiles and sector trends for organic food ingredients.

US companies that want to start exporting their food ingredients to the EU-27 market should research the market in order to get a better understanding. This can be done by using the following four most valuable market entry assistance programs:

### 1. FAS Attaché Reports

New-to-market exporters should begin the entry process by studying the FAS Attaché reports on organics for the various MS. The Exporter Guides contain a general overview of the macro-economic situation, discuss demographic trends and food trends offer exporter business tips and share overviews of the food retail and HRI sectors.

Other helpful Attaché reports include the FAIRS and the Export Certification Reports, which provide an overview of import regulation standards and required health and origin certificates. A complete selection of FAS reports can be viewed online at:

<http://www.fas.usda.gov/scripts/attacherep/default.asp>

### 2. FAS Offices

FAS offices in Europe can be contacted for assistance with questions regarding the EU-27 market, trade shows and other marketing or sales opportunities. FAS Office details can be found at <http://www.fas.usda.gov/offices.asp>.

### 3. Participation in Trade Shows

Trade shows are excellent locations for US exporters to make contact with potential business partners, to conduct product introductions and to gauge buyer interest. Several of the largest trade shows in the world take place in Northwest Europe and are often USDA endorsed. Trade shows will be discussed in more detail in Section IV.

### 4. State Regional Trade Groups and Commodity Groups

The State Regional Trade Groups (SRTG) are regionally located in the US and are non-profit trade development organizations that help US food producers and processors sell their products overseas. They are funded by FAS, the State Departments of Agriculture and private industry. They carry out promotional activities that increase exports of US high-value food and agricultural products. Activities include participation in international trade shows, overseas trade missions, reverse trade missions, export education, in-country research, and point-of-sale promotions in foreign food chains and restaurants in markets around the world. The SRTGs also administer a cost-share funding program called the Brand

program, which supports the promotion of brand name food and agricultural products in overseas markets. For more information, contact the state regional trade group responsible for your state:

#### Food Export - Northeast

Member states: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont  
E-mail: [info@foodexport.org](mailto:info@foodexport.org)  
Web site: [www.foodexportusa.org](http://www.foodexportusa.org)

#### Southern United States Trade Association

Member states: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia, West Virginia  
E-mail: [susta@susta.org](mailto:susta@susta.org)  
Web site: [www.susta.org](http://www.susta.org)

#### Food Export - Midwest

Member states: Indiana, Illinois, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin  
E-mail: [info@foodexport.org](mailto:info@foodexport.org)  
Web site: [www.foodexport.org](http://www.foodexport.org)

#### Western United States Agricultural Trade Association

Member states: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming  
E-mail: [export@wusata.org](mailto:export@wusata.org)  
Web site: [www.wusata.org](http://www.wusata.org)

The US Agricultural Export Development Council is composed of US trade associations and other organizations, in addition to the SRTGs, with an interest in promoting US agricultural exports. For an overview and additional information on the various Commodity Groups, including the US Organic Trade Association, you can go to [www.usaadc.org](http://www.usaadc.org).

### **Food Ingredients**

#### **Entry strategy**

The market entry strategy for organic food ingredients is similar to the entry strategy for non-organic products. The best way for US exporters to enter the European market is to work directly with experienced local importers. They are specialized in trading organic ingredients and have an established position and network in the local supply chain. In some cases the importer is a trader, specialized in just buying and selling. In other cases the importer can be a food company, buying ingredients to manufacture organic foods and beverages.

US exporters should be aware that importers know the market and are tough negotiators. US exporters however will have more leverage if the product is not grown within the EU or not in sufficient quantities available. Finally, for most of the products, the US is not the only producer so exporters might face fierce competition from other foreign suppliers on the EU-27 market. US exporters should be well informed on the developments and prices for their specific product.

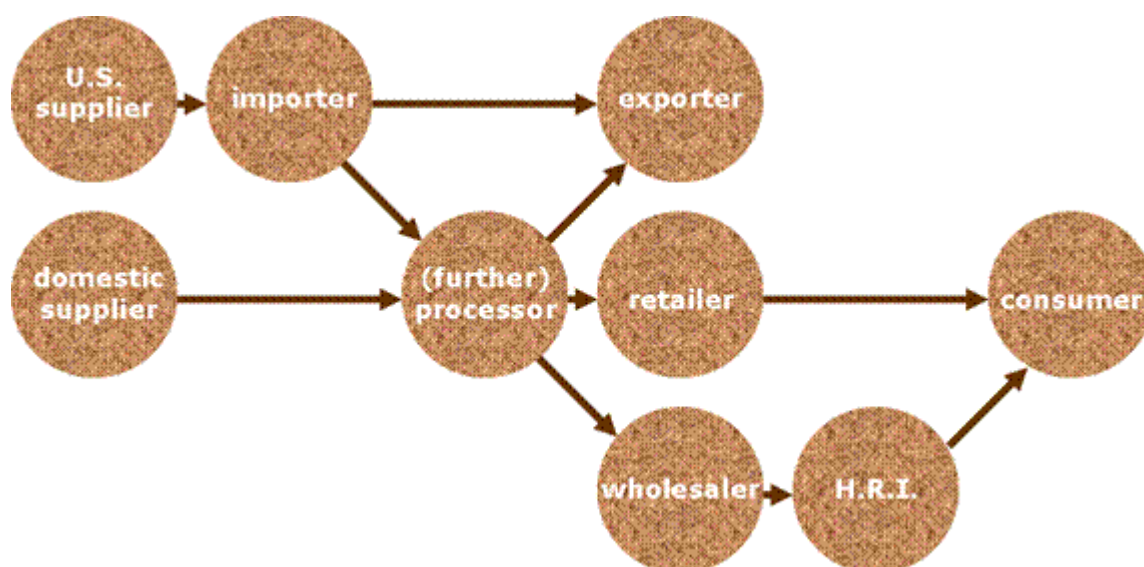
#### **Market summary**

The Distribution Channel Flow Diagram below gives a general overview of the organic supply chain in the EU-27. European food manufacturers source their ingredients from local producers and from importers. Only large processors might opt to import ingredients directly from foreign suppliers.

Once the ingredients have been processed into semi-manufactured products, they are sold on to further processors. In case of finished products, they are either sold to retail buying groups (supermarkets, organic specialty stores) or to wholesalers and HRI players.

Figure 3. Distribution Channel Flow Diagram





Source: FAS The Hague

### Company profiles

The FAS Offices in Europe maintain detailed listings of importers of organic food ingredients and unprocessed fresh foods. Please find an overview of the largest European importers in Appendix A.

### Sector trends

The organic products listed in table 1 are in high demand and could be supplied by US companies. The same figure also details where the competition could come from.

## SECTION IV. PROMOTIONAL ACTIVITIES

US suppliers of organic food ingredients should consider visiting or even participating in the following European (and in some cases USDA Endorsed) trade shows. Posts can inform local organic buyers of the US organic suppliers at European trade shows. Also, the US commodity cooperators may consider organizing Buyers Mission for specifically organic food ingredients.

Table 3. European Trade Shows

Trade Show	Dates	Contact Information
<b>SIAL, Paris, France</b> Europe's largest food & beverages show in 2010 <i>*USDA Endorsed Show*</i> Trade Show Office Contact: Sharon Cook tel: +1-202-7203425 <a href="mailto:Sharon.Cook@usda.gov">Sharon.Cook@usda.gov</a>	October 19-23, 2010 Bi-Annual	tel: +33-(0)1-49685498 fax: +33-(0)1-49685632 <a href="http://www.sial.fr">www.sial.fr</a>
<b>Health Ingredients (Hi), Madrid, Spain</b> European health ingredients show <i>*USDA Endorsed Show*</i> Trade Show Office	November 16-18, 2010	tel: + 31-(0)20-4099544 fax: + 31-(0)20-3632616 <a href="http://www.ingredientsnetwork.com">www.ingredientsnetwork.com</a>

Contact: Sharon Cook  
tel: +1-202-7203425  
[Sharon.Cook@usda.gov](mailto:Sharon.Cook@usda.gov)

**ISM, Cologne, Germany**

International sweets show

*\*USDA Endorsed Show\**

Trade Show Office

Contact: Sharon Cook

tel: +1-202-7203425

[Sharon.Cook@usda.gov](mailto:Sharon.Cook@usda.gov)

January 30–  
February 2, 2011

[www.ism-cologne.com](http://www.ism-cologne.com)

**Fruit Logistica, Berlin, Germany**

European fresh fruit and vegetable show

*\*USDA Endorsed Show\**

Trade Show Office

Contact: Sharon Cook

tel: +1-202-7203425

[Sharon.Cook@usda.gov](mailto:Sharon.Cook@usda.gov)

February 9–11,  
2011

[www.fruitlogistica.com](http://www.fruitlogistica.com)

**BioFach, Nuremberg, Germany**

European organic show

*\*USDA Endorsed Show\**

Trade Show Office

Contact: Sharon Cook

tel: +1-202-7203425

[Sharon.Cook@usda.gov](mailto:Sharon.Cook@usda.gov)

February 16-19,  
2011

[www.biofach.de](http://www.biofach.de)

**World of Private Label (PLMA)  
Amsterdam, The Netherlands**

Europe's largest private label show

May 24-25, 2011

tel: +31-(0)20-5753032

fax: +31-(0)20-5753093

[www.plmainternational.com](http://www.plmainternational.com)

**ANUGA, Cologne, Germany**

Europe's largest food & beverages show  
in 2011

*\*USDA Endorsed Show\**

Trade Show Office

Contact: Sharon Cook

tel: +1-202-7203425

[Sharon.Cook@usda.gov](mailto:Sharon.Cook@usda.gov)

October 8–12,  
2011  
Bi-Annual

tel: +49-180-5204220

fax: +49-221-821991010

[www.anuga.com](http://www.anuga.com)

**Food Ingredients (Fi), Paris, France**

European food ingredients show

*\*USDA Endorsed Show\**

Trade Show Office

Contact: Sharon Cook

tel: +1-202-7203425

[Sharon.Cook@usda.gov](mailto:Sharon.Cook@usda.gov)

November 29–  
December 1, 2011

tel: + 31-(0)20-4099544

fax: + 31-(0)20-3632616

[www.ingredientsnetwork.com](http://www.ingredientsnetwork.com)

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Source: FAS/The Hague

Marcel Pinckaers  
 Agricultural Specialist for the Benelux countries  
 U.S. Embassy  
 U.S. Department of Agriculture, Foreign Agricultural Service  
 Lange Voorhout 102  
 2514 EJ The Hague  
 The Netherlands  
 Tel: +31 (0)70 3102 305  
 Fax: +31 (0)70 3657 681  
[marcel.pinckaers@fas.usda.gov](mailto:marcel.pinckaers@fas.usda.gov)  
[www.fas.usda.gov](http://www.fas.usda.gov)

The FAS Offices in Europe can provide you with contact details for the major governmental regulatory agencies, organic certifying agencies and organic trade associations. The FAS Office can be found at <http://www.fas.usda.gov/offices.asp>. For some countries however the contact details for the major governmental regulatory agencies, organic certifying agencies and organic trade associations are already mentioned in below GAIN reports.

Table 4: EU Member States' report on organic market

EU Member State	GAIN Report Number
Romania	RO8010
Italy	IT8019
Poland	PL8006
Greece	GR7015
Bulgaria	BU6014
Netherlands	NL6024
Belgium	NL6024
France	FR5090
Lithuania	LH6002
Sweden	SW6011
Austria	AU5020

A complete selection of FAS reports can be viewed online at:  
<http://www.fas.usda.gov/scripts/attacherep/default.asp>

Information on organic products can be found at:

- FAS website on organics: <http://www.fas.usda.gov/agx/organics/organics.asp>
- ERS website on organics: <http://www.ers.usda.gov/Briefing/Organic/>
- OTA's website: <http://www.ota.com/index.html> and the OTS site on market trends: <http://www.ota.com/organic.html>
- AMS' website on USDA/National Organic Program: <http://www.ams.usda.gov/AMSV1.0/nop>

## Appendix A

Table 5. Company Profiles: Traders

Company	Sales (USD)	End-use channels	Product range
<b>Netherlands:</b>			

Doens Mr. Dennis Minnaert +31 117 302020 Oranjestraat 40A, 4515 CA IJzendijke, Netherlands <a href="http://www.doensfood.com">www.doensfood.com</a> <a href="mailto:info@doensfood.com">info@doensfood.com</a>	n.a.	European food processors	Food ingredients
Do-it Mr. Poppe Braam +31 342 429 051 Prins Hendrikweg 19, 3771 AK Barneveld, Netherlands <a href="http://www.organic.nl">www.organic.nl</a>	n.a.	European food processors	Food ingredients (grains, nuts, fruit products, cocoa)
Eosta Mr. Sander Dijkslag +31 180 635 500 Transportweg 7, 2742 RH Waddinxveen, Netherlands <a href="http://www.eosta.com">www.eosta.com</a>	n.a.	European supermarkets, specialty shops, wholesalers	Fresh fruit and vegetables
Green Organics Mr. Jan Groen +31 321 385 340 De Kromme Rijn 1, 8253 RG Dronten, Netherlands <a href="http://www.greenorganics.nl">www.greenorganics.nl</a> <a href="mailto:jan@greenorganics.nl">jan@greenorganics.nl</a>	n.a.	European food processors, retail and wholesale	Fresh Vegetables
Hortica Organics Mr. Lou van Reij +31 228 591451 Handelsweg 2, 1619 BJ Andijk, Netherlands <a href="http://www.horticaorganics.nl">www.horticaorganics.nl</a>	n.a.	North-West European food processors	Fresh Vegetables
OTC Bronsweg 7 8211 AL Lelystad, Netherlands +31 320-289030 <a href="http://www.otcholland.com">www.otcholland.com</a> <a href="mailto:info@otcholland.com">info@otcholland.com</a>	n.a.	European wholesalers, packer and retailers	Fresh fruit and vegetables
Tradin Mr. Wouter Floot +31 20 407 4499 Prins Hendrikkade 4 1012 TL Amsterdam, Netherlands <a href="http://www.tradinorganic.com">www.tradinorganic.com</a> <a href="mailto:info@tradinorganic.com">info@tradinorganic.com</a>	n.a.	European food processors	Food ingredients (grains, nuts, fruit products, cocoa)
<b>Germany:</b> Waren-Verein	n.a.	Food retail	n.a.

Grosse Backerstrasse 4  
20095 Hamburg, Germany  
+49 40 3747 19-0  
[info@warenverein.de](mailto:info@warenverein.de)  
[www.waren-verein.de](http://www.waren-verein.de)

Bundesverband Naturkost Naturwaren BNN  
Albrechtstrasse 22  
10117 Berlin, Germany  
+49 30 847 1224-44  
[kontakt@n-bnn.de](mailto:kontakt@n-bnn.de)  
[www.n-bnn.de](http://www.n-bnn.de)

n.a. Food retail n.a.

**Italy:**

Organic Oils S.p.a.  
Mr. Thomas Turing  
+39 075 529991  
Strada Montebuono 12/b  
06132 Perugia (PG),  
Italy  
[www.organicoils.it](http://www.organicoils.it)  
[info@organicoils.it](mailto:info@organicoils.it)

n.a. European food processors Food ingredients

Agricola Grains S.p.a.  
Mr. Mauro Previati  
+39 049 5389711  
Via Mazzini, 84  
35023 Bagnoli Di Sopra (PD),  
Italy  
[www.agricolagrains.it](http://www.agricolagrains.it)  
[info@agricolagrains.it](mailto:info@agricolagrains.it)

n.a. European food processors Food ingredients

Bioitalia Distribuzione S.r.l.  
Mr. Giovanni Di Costanzo  
+39 081 5302305  
Via Garibaldi, 329  
80040 Pollena Trocchia (NA),  
Italy  
[www.bioitalia.it](http://www.bioitalia.it)  
[info@bioitalia.it](mailto:info@bioitalia.it)

n.a. European food processors Food ingredients

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n.a. European food processors Fresh fruit

Mediterranea Foods  
Mrs. Maria Elena Massara  
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n.a. European food processors Fresh fruit and vegetables

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Italy  
[www.mediterraneafoods.it](http://www.mediterraneafoods.it)  
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[decare@decare.pl](mailto:decare@decare.pl)  
[www.decare.com.pl/index/en](http://www.decare.com.pl/index/en)

n.a. European food  
processors,  
retailers Food, food  
ingredients,  
beverages

Bionatura. Sp. z o.o. Import i dystrybucja żywności  
ekologicznej  
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Poland  
+48 22 326 3220  
[info@bionatura.com.pl](mailto:info@bionatura.com.pl)  
[www.bionatura.com.pl](http://www.bionatura.com.pl)

n.a. European food  
processors,  
retailers Food  
ingredients,  
beverages

ECOPOLEX SP.Z.O.O  
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n.a. European food  
processors,  
retailers Food  
ingredients,  
beverages,  
fruits,  
vegetables

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[www.okok.pl](http://www.okok.pl)

n.a. European food  
processors,  
retailers Food  
ingredients,  
beverages,  
fruits,  
vegetables

**Austria:**

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[www.univeg.com](http://www.univeg.com)

n.a. Food retail Fruit and  
vegetables

Zeilberger Fruit services G  
Linzer Strasse 92

n.a. n.a. n.a.

A-4600 Wels, Austria  
Mr. Roithner Gerald  
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n.a. n.a. Fresh fruit and  
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Food  
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Fresh fruit and  
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Fresh fruit and  
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**UK:**

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Food  
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n.a. n.a.

Food  
ingredients

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Food  
ingredients

Empire World Trade Ltd.  
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Fresh fruit and  
vegetables

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Fresh fruit and  
vegetables

Chingford Fruit Limited  
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Fresh fruit and  
vegetables

<sup>[1]</sup> 1 Euro = 0.684 USD